With international business becoming the order of the day and complex transactions becoming commonplace, the business executive’s learning curve has become steeper, and new skills are increasingly called into play.

One of these is the ability to navigate the tricky world of legalese while handling contracts, negotiations, and executing outsourcing projects. This book is for the busy executive who has no time to undergo detailed lessons instructing them in the fundamentals of contracts, negotiations, and related legal implications.

It aims to create awareness of legal issues that one may encounter in corporate business transactions. Here, you will not see legalese, terms of art, or legal definitions but will find relevant legal concepts and best practices explained in a simple and easy-to-understand manner.

The original intent was to give some measure of confidence to the technical and business personnel handling matters with potential legal consequences. As I started working on this book, I realized that the information here could help a lot of other people who encounter legalese, such as owners of start-ups and small organizations that do not have recourse to a large legal team, law firms or in-house counsel and even lawyers starting out in the corporate world. This book is for all those who have an interest in or need to know more about legal concepts.